

JOB DESCRIPTION

JOB TITLE:	Director of Strategic Partnerships and Stakeholders
MANAGED BY:	Chief Executive
GRADE:	Director

EVALUATION CHECKLIST

Approx. size of team:	circa 25 subject to future growth bids
Approx. annual budget:	£1-5mil subject to future growth bids
Key accountabilities:	Strategic stakeholder engagement and relationship management Development and delivery of the regional partnership and stakeholder strategy Cross-authority collaboration and joint delivery with Unitary Authorities National positioning and public affairs to influence policy and funding Advice to the Mayor and Chief Executive Coordination of engagement activity across all directorates Inclusive and insight-led engagement activities and events Negotiation and management of strategic agreements and MOUs Monitoring and evaluation of partnership performance Leadership and development of the Strategic Partnerships team
Key relationships:	Mayor, Chief Executive, CLT, Unitary Authorities, Government departments and national agencies, anchor institutions (e.g. universities, NHS trusts), local authorities, business leaders, VCSE sector, regional networks, internal Directors and senior officers.

THE ROLE

Forge powerful partnerships that unlock opportunity, shape strategic collaboration, and drive delivery across the region.

This is a pivotal leadership role at the heart of the West of England Combined Authority. As Director of Partnerships and Stakeholders, you will lead a function that builds trust, influence, and collaboration across our most important relationships – from national Government to local partners, anchor institutions, and community stakeholders.

Working closely with the Mayor, Chief Executive, and senior leaders, you will lead the development and delivery of an ambitious, high-impact partnership and stakeholder strategy aligned to our regional Growth agenda. This includes enabling the delivery of our Investment Programme, strategic ambitions and policy objectives through long-term, trusted collaboration and insight-led engagement.

You will ensure we cultivate strategic alliances that support our devolution ambitions, unlock new funding opportunities, amplify regional influence, and deliver real impact for the people and places we serve.

This post is part of the Strategy, Partnerships, Communications and Place director group, which works closely with the Delivery and Resources director group as well as the Transport director group in deliver of the MCA's agenda.

Strategic Connector

Champions collaboration and understands how to convene partners around a shared vision – building alliances across Government, industry, and civic society to unlock growth and innovation.

Political Navigator

Brings credibility and confidence when operating in complex, politically-led environments. Able to build trust with senior stakeholders and advise internal leaders on engagement strategy and risks.

Growth Enabler

Aligns partnerships to the strategic and economic goals of the Combined Authority – identifying joint priorities and translating them into delivery through coordinated stakeholder action.

Trusted Voice

Represents the Combined Authority credibly and confidently with local and national stakeholders – ensuring consistency, alignment, and clarity across engagement.

Delivery-Focused Leader

Takes a proactive and impact-led approach to relationship management. Ensures that partnerships are not only well managed but drive forward tangible regional outcomes.

KEY RESPONSIBILITIES

Lead the Strategic Partnerships Function

Develop and deliver a region-wide partnership and stakeholder strategy that supports the Combined Authority's Growth Plan, Investment Programme, and corporate priorities. Ensure our engagement is purposeful, inclusive, and focused on unlocking long-term value for the region.

Shape and Strengthen Relationships

Build and maintain strategic relationships across Government, business, anchor institutions, academia, the VCSE sector, and national networks. Leverage these partnerships to influence policy, secure investment, and enable delivery on shared priorities.

Position the Region Nationally

Raise the profile of the West of England as a region of national importance. Represent the Mayor and Combined Authority in high-level stakeholder forums and negotiations, and ensure our voice is heard in decisions that shape regional growth.

Foster Cross-Authority Collaboration

Champion collaborative working with our Unitary Authorities, aligning on shared goals and enabling joined-up delivery across key programmes. Promote a culture of mutual support and shared ownership of regional outcomes.

Advise with Political Acumen

Act as a trusted advisor to the Mayor, Chief Executive and senior leadership team. Provide strategic counsel on engagement opportunities, reputational risk, and partnership dynamics across the political and policy landscape.

Enable Organisational Alignment

Ensure engagement activity across all Directorates is coordinated, consistent, and aligned with strategic goals. Build internal capability and tools to support high-quality partnership working and stakeholder management.

Deliver Inclusive and Impactful Engagement

Design and lead engagement that reflects the diversity of the region and promotes inclusive economic growth. Use insight-led methods – including convening roundtables, summits and local events – to foster connection and amplify regional voices.

Negotiate and Manage Strategic Agreements

Working in collaboration with corporate and service director colleagues, negotiate and manage high-value agreements, MOUs and collaborative deals. Ensure these align with organisational objectives and deliver measurable impact for the region.

Champion Performance and Insight

Define and monitor KPIs for stakeholder engagement and partnership success. Use data and feedback to inform strategy, track progress, and continuously improve how we collaborate.

Lead a High-Performing, Collaborative Team

Build and develop a skilled and motivated team. Foster a delivery-focused, inclusive

and curious culture with clear objectives, shared learning, and professional growth opportunities.

PERSON SPECIFICATION - ESSENTIAL CRITERIA

Qualifications and Knowledge

- Educated to degree level or able to demonstrate equivalent professional experience.
- Understanding of the local, regional and national policy landscape.
- Knowledge of public affairs, stakeholder engagement and partnership models.
- Political awareness and appreciation of working in a democratic, publicly accountable environment.

- **Experience**
- Significant senior-level experience leading partnership or stakeholder engagement strategies.
- Proven ability to build and manage relationships with senior political, government and business stakeholders.
- Experience influencing policy or investment outcomes through collaboration and negotiation.
- Track record of aligning engagement with organisational strategy to deliver measurable impact.
- □ Strong experience working in politically-led or complex multi-agency environments.

Skills and Competencies

- Excellent communicator with strong influencing and interpersonal skills.
- Strategic thinker able to align external engagement to growth priorities and long-term goals.
- Resilient and confident in managing complexity, ambiguity, and competing agendas.
- Politically astute and able to operate with credibility at all levels.
- Proven ability to lead high-performing teams, manage resources and drive improvement.

